

Message Text

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44

ACTION NEA-16

INFO OCT-01 ISO-00 EB-11 CIAE-00 INR-11 NSAE-00 RSC-01

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R 250804Z JUL 74

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 1848

INFO AMEMBASSY KUWAIT

USDOC WASHDC

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USDOC FOR MEPD

EO 11652: NA

TAGS: BEXP TC

SUBJ: TRADE PROMOTION-GE GAS GENERATORY

1. CONSIDERATION OF BIDS FOR FOUR ADDITIONAL POWER GENERATORS
FOR ABU DHABI, TO BE INSTALLED BY ICB

FOR EXPANSION

OF ABU DHABI'S POWER SUPPLY, IS ENTERING FINAL STAGE. THIS
IS MAJOR SALE WORTH APPROXIMATELY DOLLARS TEN MILLION FOR THIS
CONTRACT ALONE BUT WITH LONGER-TERM POTENTIAL OF SOME DOLLARS
80-100 MILLION IN SALES FOR FURTHER POWER STATION EXPANSION
IN ABU DHABI AND AL-AIN. COMPETITORS HAVE BEEN NARROWED TO
THREE: GE, BRITISH FIRM JOHN BROWN, AND DUTCH FIRM TOMMASSEN.
LAST TWO IN FACT SELLING GE-LICENSED GAS TURBINES FROM WHICH GE
WOULD EARN ABOUT 1/2 MILLION DOLLARS PER UNIT. JOHN BROWN
BID ABOUT FIFTEEN PER CENT LOWER THAN OTHER TWO, BUT GE CONSIDERS
ITSELF IN RUNNING BECAUSE OF REPUTATION ITS EQUIPMENT AND SERVICES
AND FACT ABU DHABI ALREADY HAS SOME GE TURBINES. SOME HARD
FEELINGS LOCALLY ABOUT DELAYS IN INSTALLING GE TURBINE UNDER EARLIER
CONTRACT WHICH CAUSED NUMBER OF POWER FAILURES THIS SUMMER, BUT GE
ALSO MADE GOOD IMPRESSION BY AIRLIFTING EQUIPMENT IN WHEN IT FINALLY
AVAILABLE.

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2. PAST FEW DAYS AMBASSADOR ACCOMPANIED BY ECON/CML OFFICER HAVE PUT IN PLUG FOR GE WITH UAE MIN OF PLANNING AND CHAIRMAN OF PROJECTS COMMITTEE AL-KINDI AND SHAIKH SUROOR, HEAD OF PRESIDENTIAL DIWAN AND ALSO MEMBER PROJECTS COMMITTEE. WE STRESSED GE REPUTATION AND ADVANTAGES OF DEALING WITH FIRM WHICH CAN BACK UP ITS SALES WITH MULT I- BILLION DOLLAR RESOURCES. AL-KINDI COMPLAINED ABOUT SOMEWHAT HIGHER GE BID AND SUROOR GRUMBLED ABOUT DELAYS IN GE FAILURE TO MEET DELIVERY TIME THIS SUMMER (SUROOR ALSO HEAD OF ABU DHABI WATER AND ELECTRICITY DEPARTMENT AND HE RECEIVED BRUNT OF CRITICISM FOR POWER FAILURES THIS SUMMER). IN SPITE OF THESE DEFICIENCIES WE HAVE IMPRESSION GE BID BEING SERIOUSLY CONSIDERED AND WE ARE HOPEFUL THEY WILL BE AWARDED CONTRACT.
STERNER

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